

Message Text

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R 162101Z AUG 74

FM SECSTATE WASHDC

TO AMEMBASSY BONN

INFO AMCONSUL FRANKFURT

UNCLAS STATE 180454

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION
SUPPORT EQUIPMENT

REF: A) STATE A2719; B) STATE 151193; C) BONN 11794; D)
BONN 12075; E) DAWSON/LOUGHLIN-KOONTA AUGUST 1 TELCON; F)
STATE 169840; G) LOUGHLIN-HARRIS AUGUST 14 TELCON; H) KOONTZ-
TRAFTON AUGUST 14 TELCON

1. TO CONFIRM REF G, ILLUMINATE ANY PORTIONS REFTEL F
WHICH UNCLEAR, AND DISPEL ANY RESIDUAL MISUNDERSTANDING,
FOLLOWING DETAILS COMMERCE INTENT WITH RESPECT CURRENT
MARSHALL RESEARCH. EMBASSY REQUESTED TO MAKE EVERY
EFFORT TO SALVAGE OBJECTIVES SET FORTH BELOW.

2. COMMERCE FULLY ACCEPTS EMB ASSESSMENT REFS D, E, AND
G THAT TO OBTAIN MEANINGFUL, ACCURATE STUDY, TO SPECS,
MUST AWAIT RESULTS FARNBOROUGH VISIT. DISMAL MARSHALL/
EMBASSY ESTIMATION OF QUALITY AND COMPLETENESS TO BE
EXPECTED OF PRE-FARNBOROUGH SUBMISSION PERSUADES THAT
SUCH A REPORT WOULD BE TOO DEFICIENT FOR PREPARATION
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OF COUNTRY MARKET SURVEY AND WOULD NOT BE SUSCEPTIBLE

TO REDEMPTION BY CONVENTIONAL GAP ANALYSIS AND SUBMISSION OF SUPPLEMENT. THEREFORE, COMMERCE EXPECTS FULL, FINAL REPORT, COMPLIANT WITH SPECS, IN 15 COPIES, AFTER FARNBOROUGH--NOT BEFORE. POST-FARNBOROUGH SUBMISSION IS NOT REPEAT NOT TO BE MERE SUPPLEMENT TO PRE-FARNBOROUGH SUBMISSION.

3. FINAL REPORT SUBMISSION DATE: THE FINAL REPORT SUBMISSION DATE TO WHICH COMMERCE HAS BEEN ASKED TO AGREE HAS BEEN VARIOUSLY REPRESENTED AS MID-SEPTEMBER (REF C), "A WEEK OR TWO AFTER THE SHOW" (SEPTEMBER 15 OR 22) (REF D), SEPTEMBER 12 (REF D), AND "A FEW EXTRA WEEKS" (MID TERM REPORT). FARNBOROUGH SHOW CLOSES SEPTEMBER 8. MARSHALL TRACK RECORD SUGGEST SEPTEMBER 12 SUBMISSION OF FINAL REPORT UNREALISTIC, OR ALTERNATIVELY, THAT REPORT HE COULD PRODUCE IN FOUR DAYS WOULD NOT BE WORTH HAVING. COMMERCE DEFERS TO EMB JUDGEMENT AS TO WHETHER ESTABLISH SHORT DEADLINE AND DUN, OR ARRIVE AT REALISTIC DEADLINE AND MONITOR. IN WEIGHING TRADE-OFF AND ESTABLISHING DATE, EMB SHOULD CONSIDER COMMERCE NEED FOR EARLIEST POSSIBLE SUBMISSION TO MEET PRINTING SCHEDULES (REF B PARA 9). PLEASE ADVISE COMMERCE BY CABLE OF DATE SET.

4. PRE-FARNBOROUGH REPORT: THE PRE-FARNBOROUGH REPORT IS NOT AN EXTRACTIONAL DEVICE IMPOSED TO PUNISH MARSHALL. IT NOT AN ADDITIONAL SUBMISSION, BUT RATHER, IT CORRESPONDS TO THE DRAFT SUBMISSION WHICH ALWAYS REQUIRED TWO WEEKS PRIOR FINAL REPORT DELIVERY (SPEC 1.31.02). ONLY DISTINCTIONS IN THIS CASE ARE THAT (1) DRAFT WILL RECEIVE EXCEPTIONAL COMMERCE REVIEW IN ADDITION TO EMBASSY REVIEW, AND (2) DRAFT WILL BE KNOWN TO BE SHORT OF FINAL VERSION TO EXTENT OF DATA TO BE OBTAINED FARNBOROUGH. THIS PRE-FARNBOROUGH SUBMISSION IS TO SERVE THE FOLLOWING PURPOSES:

(A) INFORM COMMERCE AS TO WHETHER MARSHALL APPROACH AND COMPREHENSION OF SPECS CORRECT.

(B) SERVE AS A BASIS FOR COMMERCE-FURNISHED GUIDANCE TO MINIMIZE DEFICIENCIES IN FINAL REPORT.
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(C) COMPEL CONTRACTOR TO SEEMBLE AND ORGANIZE ALL DATA ACQUIRED TO DATE IN REPORT/SPECIFICATION FORMAT TO (1) EXPOSE ANY GAPS WHICH COULD BE FILLED DURING FARNBOROUGH RESEARCH, BUT WHICH MIGHT OTHERWISE REMAIN UNDETECTED UNTIL OPPORTUNITY HAD PASSED, AND (2) REDUCE THE TIME NECESSARY TO COMPLETE THE FINAL REPORT AFTER FARNBOROUGH CLOSES.

(D) ASSOCIATE A SPECIFIC ITEM OF CONTRACT PERFORMANCE WITH A DEFINITE CALENDAR DATE DURING A PERIOD WHEN ALL OTHER CONTRACT DEADLINES STAND DISHONORED OR UNCERTAIN.

5. TEN DAY CURE LETTER: THIS WAS TO SERVE TWO PURPOSES;

(A) SINCE ALL INDICATIONS SINCE JULY 26 HAVE BEEN THAT MARSHALL DOES NOT TAKE DEADLINES SERIOUSLY (REFS C, D, E, AND G), THE CURE LETTER WAS INTENDED TO IMPRESS UPON HIM THE SERIOUSNESS OF THIS DEADLINE AND OF COMMERCE EARNEST INTENT TO ENFORCE THE PROVISIONS OF THE CONTRACT, AND TO IMPART A RESPECT FOR DEADLINES WHICH HE HAS LACKED IN THE PAST.

(B) THE LETTER WAS FURTHER TO AFFIRM THE ORIGINAL CONTRACT TERMS AND TO LAY THE LEGAL FOUNDATION FOR DEFAULT TERMINATION SHOULD IT PROVE IN THE BEST INTEREST OF THE GOVERNMENT.

6. ALTHOUGH BELIEVE CONFUSION WOULD HAVE BEEN AVOIDED BY A CURE LETTER CORRESPONDING MORE CLOSELY TO THAT REQUESTED REF F, PURPOSES SET FORTH THERE AND IN PARA 5 ABOVE ARE, AS MENTIONED REF G, SERVED BY THE LETTER SENT.

7. MUCH APPRECIATE EMBASSY PERSVERANCE IN EXACTING PERFORMANCE UNDER TRYING CIRCUMSTANCES. KISSINGER

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Decaption Note:
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Disposition Approved on Date:
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Errors: N/A
Film Number: D740226-1046
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Legacy Key: link1974/newtext/t19740840/aaaabibf.tel
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TAGS: BEXP, GE
To: BONN
Type: TE
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